

Message Text

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PAGE 01 TUNIS 04151 100019Z
ACTION EB-08

INFO OCT-01 NEA-11 ISO-00 AID-05 IO-14 ICA-20 TRSE-00
/059 W

-----013030 110052Z /63

R 091424Z JUN 78
FM AMEMBASSY TUNIS
TO USDOC WASHDC
INFO SECSTATE WASHDC 1411
USDA WASHDC
AMEMBASSY RABAT
AMEMBASSY ROME

UNCLAS TUNIS 4151

COMMERCE FOR CAGNE: CCLEMENT
RABAT FOR AGATT KUHL
ROME FOR FODAG

E.O. 11652: N/A
TAGS: BGEN, BAGB, TX, XF, TS
SUBJ: FAO PROJECT ENCOUNTERS PROBLEM IN
PROCURING U.S. SCIENTIFIC INSTRUMENTS

1. BASIL E. CHILDS, DIRECTOR OF MARSATE (MAINTENANCE AND REPAIR OF SCIENTIFIC AND TECHNICAL EQUIPMENT) PROJECT OF U.N. FOOD AND AGRICULTURAL ORGANIZATION (FAO), RECENTLY CALLED ON COMMERCIAL COUNSELOR TO EXPLAIN PROBLEM HIS PROJECT HAS ENCOUNTERED IN PROCURING U.S.-MANUFACTURED SCIENTIFIC INSTRUMENTS. THESE ARE REQUIRED FOR GRADUATE INSTITUTION DEVLOTED TO VETERINARY AND RELATED SCIENTIFIC AND TECHNICAL INSTRUMENTATION WHICH FAO IS SETTING UP IN TUNIS WITH FINANCING BY ARAB DONOR TRUST FUND. (UNDER MINEADEP--MIDDLE AND NEAR EAST ANIMAL PRODUCTION AND HEALTH PROJECT--THREE PARALLEL INSTITUTIONS ALSO ARE TO BE SET UP ELSEWHERE IN AREA FOR ANIMAL PRODUCTION, SHEEP DISEASES AND
UNCLASSIFIED

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PAGE 02 TUNIS 04151 100019Z

ARTIFICIAL INSEMINATION. INSTRUCTION AT ALL IS TO BE IN ENGLISH.)

2. CHILDS SAID SOME U.S. SUPPLIERS APPARENTLY ARE NOT AWARE OF CREDIT WORTHINESS OF UNITED NATIONS/FAO ENTITITES AND STANDARD PROCUREMENT PROCEDURES THEY MUST FOLLOW. (PAYMENT FOR GOODS AND FREIGHT IS MADE IN DOL-

LARS BY FAO HEADQUARTERS IN ROME UPON RECEIPT OF INVOICE AND SHIPPING DOCUMENTS OR PARCEL POST RECEIPTS.) IM-MEDIATE PROBLEM IS FRUSTRATING EXCHANGE OF CABLES CHILDS HAS HAD WITH TIF INSTRUMENTS INTERNATIONAL OF 3661 NORTHWEST 74TH STREET, MIAMI, FLORIDA, 33147, ORVER HIS ORDER FOR TIF 550 HALOGEN LEAK DETECTORS. INITIAL ORDER IS FOR ONLY TWO UNITS AT \$87.47 EACH, BUT PROJECT WOULD EVENTUALLY HOPE TO PUT A DETECTOR INTO HANDS OF EACH STUDENT, WHO WILL NUMBER 75 THIS YEAR AND APPROXIMATELY 150 IN 1979.

3. CHILDS SAID LANA HOLT OF TIF INSTRUMENTS INTERNA-NATIONAL, HAS REPEATEDLY CABLED INSISTENCE ON PREPAY-MENT OR LETTER OF CREDIT DESPITE EXPLANATION THAT THIS IS CONTRARY TO FAO PROCEDURES. AS CHILDS CABLED TIF INSTRUMENTS ON MAY 4 "FAO PURCHASE ORDER REGULATIONS CANNOT BE CHANGED...WORLDWIDE SUPPLIERS ACCEPT FAO SYSTEM, THEREFORE, CONFIRM ACCEPTANCE (OF ORDER), OR MUST SEEK ALTERNATIVE". (REPLY OF MAY 12 FROM HOLT MERELY REITERATED THAT TIF WILL ACCEPT LETTER OF CREDIT OR PREPAYMENT.)

4. PROBLEM ENCOUNTERED BY MARSATE CLEARLY HAS RAMI-FICATIONS GOING BEYOND ONE-TIME SALE. AS CHILDS EXPLAINED, METHODS TAUGHT AND EQUIPMENT USED AT INSTITUTE BY GRADUATE PROFESSIONALS FROM ARAB LEAGUE COUNTRIES UNCLASSIFIED

UNCLASSIFIED

PAGE 03 TUNIS 04151 100019Z

PLUS TURKEY, PAKISTAN, AFGHANISTAN AND CYPRUS (AND POTENTIALLY ALSO SUB-SAHARA AFRICA) WILL SET STANDARD FOR THESE COUNTRIES IN ANIMAL MEDICINE AND THUS LIKELY TO HAVE IMPORTANT MULTIPLIER EFFECT UPON THESE COUNTRIES' PROCUR-EMENT. (CHILDS NOTED THAT, WHILE PROJECT DOES NOT SEEK GIFTS, ITS LIKELY IMPACT ON PROCUREMENT RECOGNIZED BY U.K. MANUAFACUTRERS WHO HAVE DONATED SOME SAMPLE EQUIPMENT.)

5. EMBASSY WOULD APPRECIATE CLEMENT'S DOING WHATEVER HE CAN TO RESOLVE THIS PROBLEM AS SERVICE TO U.N. ENTITY AS WELL AS TO PROTECT U.S. MARKET IN SCIENTIFIC INSTRUMENTS. IF FURTHER INFORMATION NEEDED ON PROJECT OR PROCEDURES, CHILDS SUGGESTS CONTACTING DR. WILLIAM MOULTON OF USDA INTERNATIONAL COOPERATION DIVISION IN HYATTSVILLE. (HE WAS FIRST DIRECTOR OF MARSATE PROJECT AND IS FORMER USAID OFFICIAL. ALSO KPOWLEDGEABLE WOULD BE DR. VANDAMAELE OF UNDP IN NEW YORK CITY. EMBASSY IS POUCHING EXCHANGE OF CORRESPONDENCE BETWEEN CHILDS AND TIF INSTRUMENTS. MULCAHY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EQUIPMENT, RESEARCH, AGRICULTURAL PROGRAMS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TUNIS04151
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780243-1004
Format: TEL
From: TUNIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780674/aaaacImw.tel
Line Count: 114
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 79b8bf8b-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2407619
Secure: OPEN
Status: NATIVE
Subject: FAO PROJECT ENCOUNTERS PROBLEM IN PROCURING U.S. SCIENTIFIC INSTRUMENTS
TAGS: BGEN, EAGR, BAGB, US, XF, TS
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/79b8bf8b-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014